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P R E S S R E L E A S E

## Bank Holding Company Mutual Fund and Annuity Income Hits Record in 2007

**FOR IMMEDIATE RELEASE** – Radnor, PA, March 31, 2008 – Income earned from the sale and servicing of mutual funds and annuities at bank holding companies (BHCs) rose 18.0% from \$19.3 billion in 2006 to a record \$22.8 billion in 2007, according to the *Michael White-Symetra Bank Holding Company Fee Income Report™ (BHC-FIR™)*. Compiled by Michael White Associates and sponsored by Symetra Financial, the report measures and benchmarks banks’ performance in generating insurance, securities brokerage, annuity and mutual fund fee income. It is based on data reported by nearly 950 top-tier large bank holding companies.

BHCs’ \$4.65 billion in fourth-quarter mutual fund and annuity fee income was up 15.9% from \$4.01 billion in the fourth quarter of 2006, but down 22.2% from third quarter 2007. In 2007, 63.6% of BHCs engaged in mutual fund and annuity sales and servicing activities. Also, in 2007, 42.5% of BHCs reported earning \$2.02 billion in commissions from the sale of annuities, which accounted for 8.9% of total year-to-date (YTD) mutual fund and annuity income.

### TOP 15 BANK HOLDING COMPANIES IN MUTUAL FUND & ANNUITY FEE INCOME YEAR-END DECEMBER 31, 2007 Nationally

RANK	YTD MUTUAL FUND & ANNUITY INCOME		PERCENT CHANGE 2006 - 2007	BANK HOLDING COMPANY	ST	ANNUITY COMMISSIONS	ANNUITY COMMISSIONS AS % OF MF & A INCOME
	2007	2006					
(ALL DOLLAR AMOUNTS IN THOUSANDS)							
1	\$2,567,000	\$1,858,000	38.16%	Wachovia Corporation	NC	\$483,000	18.82%
2	\$2,116,594	\$1,786,783	18.46%	Bank of America Corporation	NC	\$125,531	5.93%
3	\$1,890,000	\$1,746,000	8.25%	JPMorgan Chase & Co.	NY	\$163,000	8.62%
4	\$1,752,000	\$1,533,000	14.29%	Citigroup Inc.	NY	\$106,000	6.05%
5	\$1,429,000	\$384,000	272.14%	Wells Fargo & Company	CA	\$116,000	8.12%
6	\$513,000	\$486,000	5.56%	Taunus Corporation	NY	N/A	0.00%
7	\$385,000	\$327,000	17.74%	U.S. Bancorp	MN	\$91,000	23.64%
8	\$360,000 *	\$1,111,852	-67.62%	Bank of New York Mellon Corp.	PA	\$13,000	3.61%
9	\$227,557	\$1,265,555	-82.02%	PNC Financial Services Group, Inc.	PA	\$68,446	30.08%
10	\$184,930	\$129,316	43.01%	Regions Financial Corporation	AL	\$3,573	1.93%
11	\$180,597	\$161,044	12.14%	SunTrust Banks, Inc.	GA	\$114,903	63.62%
12	\$144,987	\$144,270	0.50%	Fifth Third Bancorp	OH	\$42,336	29.20%
13	\$103,484	\$95,838	7.98%	Keycorp	OH	\$41,263	39.87%
14	\$90,704	\$94,666	-4.19%	National City Corporation	OH	\$35,936	39.62%
15	\$88,069	\$79,223	11.17%	HSBC North American Holdings	IL	\$58,025	65.89%
* Represents sum of The Bank of New York Company, Inc. and Mellon Financial Corporation before their merger on July 1, 2007							
Source: <i>Michael White-Symetra Bank Holding Company Fee Income Report</i>							

BHCs with over \$10 billion in assets recorded \$16.5 billion in mutual fund and annuity fee income in 2007, down 0.6% from \$16.6 billion a year ago. These biggest BHCs had the highest participation rate of any asset

class with 92.8% reporting mutual fund and annuity revenue. Their annuity commissions of \$1.88 billion constituted 92.9% of total annuity commissions reported. Among this asset class of largest BHCs, annuity commissions constituted 11.4% of their total mutual fund and annuity income.

BHCs with assets between \$1 billion and \$10 billion recorded the biggest increase in mutual fund and annuity fee income in 2007, growing 135.5% from \$2.6 billion a year ago to \$6.2 billion. They earned \$115.2 million in annuity commissions, which represented 1.9% of their total mutual fund and annuity income.

Among companies with significant banking activities, Wachovia Corporation (NC) ranked first in 2007 mutual fund and annuity income, earning \$2.57 billion in mutual fund and annuity fee income, up 38.2% from \$1.86 billion in 2006. Bank of America Corporation (NC), JPMorgan Chase & Co. (NY), Citigroup Inc. (NY), and Wells Fargo & Company (CA) rounded out the top five in combined mutual fund and annuity earnings. Wachovia, JPMorgan Chase & Co., Bank of America, Wells Fargo, and SunTrust Banks, Inc. led the nation in annuity commissions.

Among BHCs under \$1 billion in assets, the top five leaders in mutual fund and annuity fee income in 2007 were CCB Financial Corporation (MO), ISB Financial Corp. (IA), Northeast Bancorp (ME), First Citizens Bancshares, Inc. (TN), and Orrstown Financial Services, Inc. (PA). The top five leaders in annuity commissions were First Citizens Bancshares, Inc. (TN), Northeast Bancorp (ME), Centre 1 Bancorp, Inc. (WI), Eagle Financial Services, Inc. (VA), and Home Federal Bancorp (IN).

Not shown on the accompanying list of financial holding company leaders in mutual fund and annuity fee income are companies that did not engage in significant banking activities. These include Franklin Resources, Inc., owner of the Franklin/Templeton Funds, which reported \$5.8 billion at the end of 2007, and MetLife, Inc., which earned \$3.5 billion in mutual fund and annuity fee income in 2007.

### **About the *Michael White-Symetra Bank Fee Income Report*<sup>™</sup>**

Michael White Associates, LLC (MWA) is a consulting firm headquartered in Radnor, PA, and online at [www.BankInsurance.com](http://www.BankInsurance.com). The *Michael White-Symetra Bank Holding Company Fee Income Report*<sup>™</sup> (*BHC-FIR*<sup>™</sup>) ranks the nation's top 100 bank holding companies in insurance brokerage and underwriting, annuity commissions, securities brokerage, and combined mutual fund and annuity fee income and the top 50 BHCs in these categories for each of eight asset-classes and six regions. The *BHC-FIR* and its companion report on banks, the *Michael White-Symetra Bank Fee Income Report*<sup>™</sup> (*Bank-FIR*<sup>™</sup>), are sponsored by Symetra Financial.

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